

Using an Interest-based Approach to Building Agreements (IBA)

COURSE NUMBER **FAA01283**

For information about this course, contact:
FAA Program Manager: Shepherd Curl
(386) 446-7132

DESCRIPTION AND LEARNING STRATEGY

The continued need for long-term, sustainable agreements makes this workshop a necessity for people at all levels of the organization. To build those agreements, it is important for people to be able to use effective communication skills and uncover the underlying issues and interests at hand and put aside the more traditional position-based approach.

This workshop is designed to provide the basic tools and skill-building opportunities needed to utilize the six-step interest-based negotiation model from the Harvard Negotiation Team. It involves focused discussions, the use of video clips, two Harvard case studies, and one generic FAA scenario. While this session provides the same model and process and some of the same application activities as CMEL's *Building Effective Agreements (BEA)*, it does not involve the negotiation of participants' own issues.

OBJECTIVES

At the conclusion of this workshop, participants will enhance the following skills:

- Use an interest-based approach for building agreements.
- Complete a Negotiation Planner.
- Demonstrate effective communication skills during negotiation.

RELATED COMPETENCIES

- Building Alliances
- Building Teamwork and Cooperation
- Communication
- Interpersonal Relations and Influence
- Problem Solving

CLASS SIZE

18 participants

LENGTH

8 hours

(Class times may vary)

LOCATION

Customer site or
FAA Center for
Management and
Executive Leadership
Palm Coast, Florida

UPCOMING DELIVERIES

This course is currently
available only as a
fee-for-service delivery.

WHO SHOULD ATTEND

Individuals with a need
for enhanced conflict
resolution skills

ENROLLMENT

To arrange a **fee-for-service delivery**,
call Shep Curl at
(386) 446-7132.

PREREQUISITE

None

PRECOURSE

None

RELATED COURSES

Building Effective
Agreements
([FAA01179](#))
Labor Management
Relations
([FAA01205](#))
Systems Thinking
([FAA01277](#))